

IOWA LOTTERY AUTHORITY
Statement of Revenues, Expenses and Changes in Net Position
Quarter Ending Sunday, December 31, 2017

	<u>Qtr Ended 12/31/2017</u>	<u>Year to Date 2018</u>
Operating revenues:		
Instant-scratch ticket sales	\$59,238,031.00	\$115,285,293.00
InstaPlay sales	2,452,120.00	4,817,986.00
Pick 3 sales	1,897,437.50	3,809,305.00
Powerball sales	12,462,260.50	32,654,614.50
Mega Millions Sales	4,219,573.00	9,235,611.00
Hot Lotto sales	918,881.00	3,761,425.00
Pick 4 sales	1,111,608.00	2,205,794.50
Lucky for Life sales	1,450,788.00	2,799,048.00
Lotto America sales	956,582.00	956,582.00
Pull-tab sales	2,501,917.20	4,988,740.05
Application fees	1,200.00	1,900.00
Other	1,364.89	3,156.94
Total operating revenues	<u>87,211,763.09</u>	<u>180,519,455.99</u>
Operating expenses:		
Scratch ticket prizes	38,907,991.67	75,963,216.17
InstaPlay prizes	1,536,516.77	3,091,030.82
Pick 3 prizes	1,127,432.50	2,257,333.00
Powerball prizes	6,079,293.50	15,956,008.00
Mega Millions prizes	2,151,377.06	4,573,334.06
Hot Lotto prizes	223,886.50	1,618,496.50
Pick 4 prizes	662,704.80	1,309,691.70
All or Nothing prizes	(71,269.82)	(79,981.82)
Lucky for Life prizes	827,497.77	1,707,065.37
Lotto America prizes	478,291.00	478,291.00
Pull-tab prizes	1,564,848.48	3,115,804.92
VIP Club prize expense	63,100.00	90,448.44
Promotional prize expense	31,364.53	58,849.53
Advertising/publicity	1,750,846.89	3,645,891.65
Retailer compensation expense	5,756,667.80	11,774,441.28
Ticket expense	713,700.16	1,421,520.26
Vendor compensation expense	1,980,737.94	3,878,245.80
Salary and benefits	2,743,603.06	5,388,492.58
Travel	47,531.80	114,592.71
Supplies	23,438.65	56,629.30
Printing	-	5,812.00
Postage	779.90	1,606.44
Communications	34,610.67	70,220.66
Rentals	76,893.11	153,797.00
Utilities	17,277.53	44,431.95
Professional fees	53,606.02	82,854.96
Vending machine maintenance	65,407.27	170,922.55
Outside services and repairs	191,468.67	395,349.67
Data processing	21,195.43	42,636.27
Equipment	111,551.57	234,838.80
Reimbursement to other state agencies	137,859.48	227,510.29
Depreciation	139,008.28	277,167.77
Other	36,858.13	60,930.94
MUSL/Lotto administrative expense	1,968.16	3,807.42
Total operating expenses	<u>67,488,045.28</u>	<u>138,191,287.99</u>
Operating income	<u>19,723,717.81</u>	<u>42,328,168.00</u>
Non-operating revenue (expenses):		
Proceeds provided to State General Fund	(19,933,970.76)	(40,050,721.78)
Proceeds provided to Veteran's Trust Fund	-	(2,500,000.00)
Interest income	35,346.77	92,056.79
Gain (Loss) on disposal of capital assets	(42,621.34)	(141,221.99)
Net non-operating revenues (expenses)	<u>(19,941,245.33)</u>	<u>(42,599,886.98)</u>
Change in net position	(217,527.52)	(271,718.98)
Net position beginning of period	6,303,338.25	6,357,529.71
Net position end of period	<u>6,085,810.73</u>	<u>6,085,810.73</u>